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Voluntary Public

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India

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Successful Buyer Mission to Gulfood 2016

Report Categories:

Tree Nuts

Export Accomplishments - Marketing, Trade Events
and Shows

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Report Highlights:

A buyer recruited by the Office of Agricultural Affairs (OAA) in Mumbai, India, for a trade mission to Gulfood 2016 in Dubai reported importing approximately U.S. \$7 million in tree nuts from two California-based exporters met at the show. Tree nuts remain one of the brightest prospects for U.S. exports to India. [Gulfood 2017](#) is scheduled for February 26 to March 2, 2017.

General Information:

In December 2015, OAA Mumbai was invited to recruit members to participate in a trade mission to the Gulfood tradeshow; a USDA-endorsed show taking place in Dubai. OAA Mumbai cultivated several contacts and recruited a delegation of 4 buyers who import and distribute different food and agricultural products (e.g., fresh and frozen fruits/berries, tree nuts, packaged flours, dried fruits, consumer-ready groceries) from varying geographic areas of India. Buyers were offered 4 nights lodging and were responsible for their own airfare and meal expenses. A member of the OAA Mumbai staff accompanied the group and facilitated business meetings with many of the 178 USA pavilion exhibitors. The staff member also supported and arranged meetings for other Indian prospective buyers with U.S. companies exhibiting at the show.

One of the four supported buyers reported purchasing approximately U.S. \$7 million worth of California almonds (50 containers) and walnuts (15 containers). The value reported by the buyer exceeds the initial estimate of purchasing \$5 million within 12 months of attending the show. The California tree nut suppliers were based in zip codes 95961 and 91311.

According to Census Bureau trade statistics, the United States exported nearly 60,000 metric tons of tree nuts (HTS Codes 0802 and 2008) valued at U.S. \$305 million to India through the first 8 months of 2016. This is a 15 percent increase over the same period last year by volume and a 4 percent decline by value. Exports primarily consisted of bulk, in-shell almonds, walnuts and pistachios with small quantities of pecans, other tree nuts, and packaged/prepared/preserved nuts. India remains a key market for American tree nuts exports.

Table 1. U.S. Exports of Edible Tree Nuts to India by Value (U.S. \$ Million) and Volume (Metric Tons)

Description for HTS 0802 & 2008	2012		2013		2014		2015		2015 YTD (Jan-Aug)		2016 YTD (Jan-Aug)	
	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume	Value	Volume
Edible Tree Nuts	330	75,962	369	71,204	474	77,011	606	104,370	318	52,175	305	59,802

Other Relevant Reports

[IN6127 – Tree Nuts Annual](#)